



Finger Lakes Health Systems Agency

The Value of Regional Health Planning

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Public Health and Health Planning Council
Health Planning Committee
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Welcome to Rochester!



FLHSA: Vision, Mission & Strategy

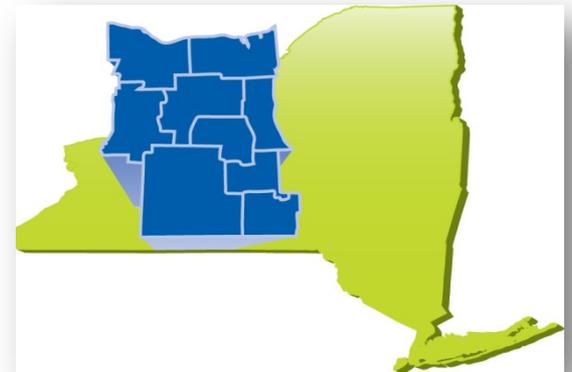
Vision: We envision being America's healthiest community with health equity for all people in our region, while serving as a national model for continuous improvement in community health and healthcare cost and quality.

Mission: We bring focus to community health issues via data analysis, community engagement, and solution implementation through community collaboration and partnership..

System Performance	Capacity Management	Community Health
<i>Quality and efficiency—</i> Making the best use of health-system resources	<i>Infrastructure optimization—</i> Achieving the right number and type of facilities	<i>Patient responsibility—</i> Educating and engaging consumers to improve their own health and require less care
The right care.	In the right place.	At the right time.

FLHSA's Roles

- Host *“the community table”* in the nine-county Finger Lakes region
 - Convene and staff task forces and commissions
- A catalyst to drive change
- Provide local input to state regulators
- Maintain extensive and objective community health data
- Help secure funding
- Staff with 150+ years of experience in health-system analysis



Rochester's Collaborative Model

- 1,115 people in our community involved in local health planning efforts
 - Representing 390 organizations
 - Actively involved in 20+ major committees, coalitions
 - Informing and supporting FLHSA analytics through:
 - Community education
 - Community mobilization
 - Grassroots advocacy for change



Health Planning in Action: 2020 Commission

Batched CON review of hospital expansion projects

- Balanced hospitals' modernization plans against community needs and resources

Process: Why successful

- Included active participation of all stakeholders: hospitals, providers, minority communities, payers, business leaders, and the public
- Reached a community consensus: Broad stakeholder support and a unanimous Commission vote
- NYS DOH was an integral part of the process and embraced the recommendations

Results

- Monroe County's three major hospitals will add 126 fewer hospital beds than requested (saving \$20 million in annual operating costs)
- Hailed by DOH as "exciting and innovative"

2020 Performance Commission

PQI

ED

Rural

Reduce readmissions and avoidable ED visits

Reduce preventable hospitalizations by 25% by 2014

Earlier return to treating physician, more engaged patient/family, improved access to practitioners, adherence to evidence-based guideline-directed care

**PQI / ED
Work Group**

Transitions
Coaching

Embedded
Care Mgrs.

Discharge
Planning

Reduce readmissions
and
avoidable ED visits

**Reduce preventable hospitalizations by 25%
by 2014**

Earlier return to treating physician, more engaged patient/family, improved access to practitioners, adherence to evidence-based guideline-directed care

2020 PC: Results

- Hospitals agreed to common discharge standards
- Insurers paying for coaching
- Placed care managers in PCP offices
- 25-30% reductions in hospital readmission rates among coached patients.
- *Goal: Save more than \$150M in local health-care costs by 2014*



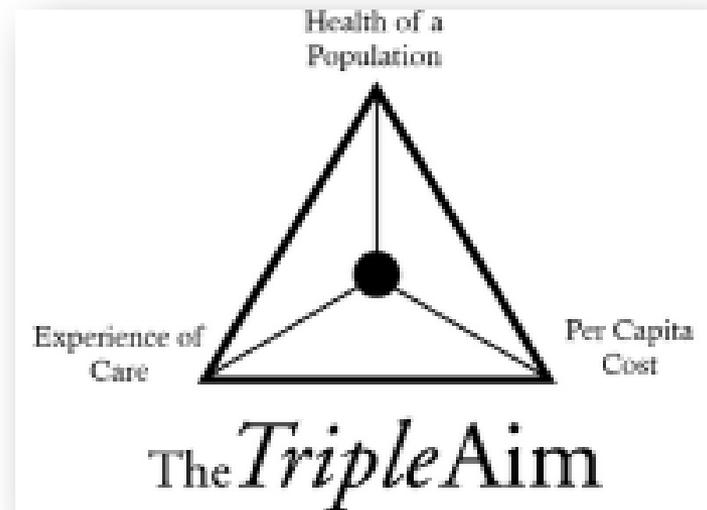
Sage Commission

- Developed a comprehensive, long-range plan to address the health service needs of the 65 and older population
- Created a vision for a local system that makes health care more accessible for older adults, minimizes disparities, and that is financially viable
- Plan completed, sent to NYS in spring 2011



Pursuing the Triple Aim: Addressing the Demand Side

- Healthi Kids – childhood obesity/overweight
- African American and Latino Health Coalitions
- Coalition to Prevent Lead Poisoning
- Partnership on the Uninsured



High Blood Pressure Collaborative

- FLHSA-Rochester Business Alliance partnership to improve hypertension care
- Working to decrease HBP's devastating impact on adults and families in Monroe County
- Multi-stakeholder coalition of 50 community organizations and 100 individuals



Benefits of Regional Health Planning

- Stakeholders have an open forum to discuss and resolve health issues
- Consumers obtain better information about their own health and health care
- Local health departments can make sure underserved populations aren't left behind.
- NYS policymakers can establish policies solidly based on local information and local needs



Recognized as a National Leader: A Success Story

CMS CTI \$3M Grant

- Leveraged by NYSDOH
HEAL grant



CMMI \$26.6M Grant

- The largest Health Care Innovation grant
in the nation

Three-Pronged Approach

- Support primary care
- Address the social and behavioral effects
on health
- Create a primary-care payment model
that rewards better outcomes

The Value of Regional Health Planning to CON Reform

- Focus more on reducing demand for care than controlling the supply of care facilities;
- Provide essential data that help hospitals and other stakeholders to define local needs;
- Facilitate community agreement on effective strategies among providers, consumers and payers to coordinate care, reduce unnecessary utilization, and promote population health;
- Conduct proactive studies of community health needs;
- Provide a recognized forum for community and consumer engagement; and
- Secure federal and state resources to support hospitals as they transform to new models of care

**“If you build it with them –
They will already be there!”**

- Debra L. Ness, President
National Partnership for Women & Families



Finger Lakes Health Systems Agency

The triangle represents our agency's role as a fulcrum—the point on which a lever pivots—boosting the community's health by leveraging the strengths of all stakeholders. The fulcrum is also a point of equilibrium, reflecting our ability to balance the needs of consumers, providers and payers on complex health matters. The inner triangle also evokes the Greek letter delta—used in medical and mathematical contexts to represent change—with a forward lean as we work with our community to achieve positive changes in health care.

Give me a lever long enough and a fulcrum on which to place it,
and I shall move the world. —Archimedes

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